

MAN Ferrostaal Incorporated

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To Whom It May Concern:

MAN Ferrostaal represents ZHEJIANG KINGLAND PIPELINE AND TECHNOLOGIES CO., LTD. with their range of welded galvanized steel pipe products.

Steel pipe contains a significant amount of recycled material and is also itself, fully recyclable. The Steel Recycling Institute (SRI) notes that steel is the world's most recycled material. The amount of recycled material in our steel fence products depends upon the process used by the various steel raw material suppliers.

(1.) A considerable amount of welded pipe is made from steel coil or strip that comes from a steel mini-mills, and so the scrap or recycled content of the steel is between 95-100% because mini-mills use a technology called "electric arc furnace" (EAF) that allows them to use up to 100% scrap.

(2.) Some pipe may be made from steel coil that comes from an integrated mill, and in this case the scrap or recycled content of the steel is about 30% because integrated mills use a technology called "basic oxygen furnace" (BOF) that restricts the use of scrap steel to no more than 30%.

Both the EAF and the BOF methods provide an enhanced environmental benefit. Since they are both complementary parts of the total steelmaking process, product manufacture, scrap generation, and recycling, then accordingly one is not environmentally superior to the other; as explained on the Steel Recycling Institute's website.

There are 2 articles you may wish to read by the Steel Recycling Institute (www.recycle-steel.org) for additional information. The two segments are

- a.) "Steel Takes LEED with Recycled Content" and
- b.) "Modern Steel Production Technologies".

Yours truly,
MAN FERROSTAAL

A handwritten signature in black ink, appearing to read "Derek Meyer".

Derek Meyer
GENERAL MANAGER